

R J Reynolds

Tobacco Company

LARRY S. SCHREIBER
Vice President - National Accounts

Winston-Salem, NC 27102
910-741-1621
Fax 910-741-4684

October 12, 1995

Mr. Win Schiller
WAM Enterprises
Post Office Box 853
Bay City, MI 48707

Dear Win:

Subject: Distributor Accrual Funds

Please send to each WAM Distributor this memorandum which provides them with the procedures to be reimbursed for "promotional costs" they incur associated with building sales for "Signature."

If a distributor uses any portion of his alliance accrual fund (cents/carton .60¢) to reduce the cost of goods and subsequently wants to be reimbursed, each member should:

- 1) Contact their local RJR Account Manager
- 2) Fill out with the RJR Account Manager the Form... "Forsyth Tobacco Products Alliance Program Special Request for Accrual Moneys" (copy attached)
- 3) RJR Account Manager approves the request (by signing the Form) and send completed Form to:

Forsyth Tobacco Customer Services
Post Office Box 2959
Winston-Salem, NC 27102
FAX: (910) 741-2156

- 4) R. J. Reynolds will reimburse the Distributor via check, drawing the funds from the Distributor's Accrual Fund

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Please do not mail such requests to me; you should use the above procedures, working with the RJR Account Managers (list of RJR Managers attached).

Very truly yours,

Larry

Larry S. Schreiber
Vice President - National Accounts

LSS/kp

Attachments

cc/attachments: B. K. Stockdale
B. D. Hatter
RJR Region Managers
RJR Account Managers Assigned to WAM Members
G. L. Scott
J. S. Farmer, III

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**FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM
SPECIAL REQUEST FOR ACCRUAL MONEYS**

CONTRACTED CUSTOMER: _____

CONTACT (Customer): _____

CUSTOMER PHONE NUMBER: _____

BRAND: _____ \$ AMOUNT REQUESTED: _____

DESCRIPTION OF SPECIAL PROGRAM:

(Include program begin & end dates and cases promoted, as applicable)

ADDITIONAL PRODUCT NEEDED : ☐ NO ☐ YES (If YES, attach product order)

SPECIAL MAILING INSTRUCTIONS: _____

APPROVAL: _____
RJR MANAGER DATE

SEND COMPLETED FORM TO:

Forsyth Tobacco Customer Services
P.O. Box 2959
Winston-Salem, NC 27102
Fax: 910-741-2156

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